THE BEST PROPOSAL SOFTWARE ACCORDING TO G2 CROWD SPRING 2016 RANKINGS

G2 CROWD FINDS PAPERLESS PROPOSAL TOPS SATISFACTION RATINGS,

– May 4, 2016 – [G2 Crowd](#), the world's leading business software review platform, today released the Spring 2016 Proposal Software Grid℠ report to help businesses make the best proposal technology decision. [Paperless Proposal](#), was named High Performers in the report, earning strong customer satisfaction marks with smaller market presence scores. Paperless Proposal earned the highest overall satisfaction score while Tinderbox and Quosal tied for the highest overall market presence score.

The Grid℠ leverages customer satisfaction data reported by authenticated users along with vendor market presence determined from social and public data. Based on a

combination of these scores, each software solution is categorized as a Leader, High Performer, Contender, or Niche.

Key Findings:

- No Leaders — While five products have achieved High Performer status because of high satisfaction scores, none have achieved a high enough market presence to be a leader. This may be because the market is too splintered or not yet mature enough to support a clear leader.

- Setup Woes — Reviewers reported difficulties when setting up their proposal systems, including creating a content repository and creating document templates. The ease of setup satisfaction metric averaged a low 78 percent satisfaction.

- Automation and Unified Branding — Reviewers found the best return on investment when their proposal software reduced their document creation time, automated steps in the sales process, and reduced errors in pricing, customer data, or out of date assets.

About the Proposal Software Grid^{SM} report:

- The report is based on more than 300 reviews written by business professionals.

- Of the roughly 101 products listed in G2 Crowd's Proposal category, the ranked products each received ten or more reviews to qualify for inclusion on the Grid^{SM}.